

SENTRY SECURITY SYSTEMS,
LLC
Presents

Critical Considerations in Site Security San Antonio TX



AGENDA

Who We Are

A Telling Story

The Heart of Sentry's System:
THE ELECTRIC GUARD DOG

- **How it Works**
- **Key Benefits**
- **Demonstration**
- **Testimonials**
- **100 % Effective**
- **Medically Safe**
- **Incomparable Value**



OUR FIRST GUARD DOG... HAD REAL TEETH

- Company Founded in 1973
 - Built World's Largest Guard Dog Service (700+)
 - Too Many Negative Aspects !
-
- So . . . We Developed The Electric Guard Dog™
 - U.S. Patent No. 4220494
 - Quickly Became Our Most Popular Service



TODAY

**THOUSANDS
OF BUSINESSES
Now Use
THE ELECTRIC GUARD DOG**

TO PROTECT

People

Production

Property

Profits



THE ULTIMATE IN SITE SECURITY

7,000 Volts of Protection & Deterrence

CANNOT BE

- ***Distracted***
- ***Disarmed***
- ***Corrupted***
- ***Silenced***



WHAT ARE THE CRITICAL SECURITY CONCERNS OF OUR CUSTOMERS?

- ❖ Employee Safety
- ❖ Property Losses
- ❖ Disruptions in Productivity
- ❖ Jeopardized Reputation
- ❖ Security Certifications
- ❖ Insurance Issues



INTRUDERS POSE GREATER RISKS TODAY

**In today's world,
security concerns
never go away.**

Nor does
The Electric Guard Dog™



MULTIPLE LAYERS OF SECURITY

CUSTOMER
PROPERTY

UNDISRUPTED
PRODUCTIVITY

EMPLOYEE
PROPERTY

BUSINESS
REPUTATION

COMPANY
ASSETS

EMPLOYEES

Security
Layer

IMPOSING *BARRIER*

Security
Layer

PHYSICAL
& EMOTIONAL *DETERRENT*

Security
Layer

VISUAL AUDIBLE
& ELECTRONIC *ALARMS*

SKILLED
BURGLARS

RANDOM
VIOLENCE

TERRORISTS

VANDALS

CRIMES
OF
DESPERATION

AMATEUR
THIEVES

CRIMES
OF
OPPORTUNITY


**ELECTRIC
GUARD
DOG**

SENTRY SECURITY SYSTEMS



HOW IT WORKS AT A GLANCE

SAFE, EFFICIENT

- ❖ 7,000 Volt Electrical PULSE – every 1.3 seconds
- ❖ Extremely SHORT – .0001 to .0004 Sec.
- ❖ Therefore, poses NO medical risk ...yet strong enough to zap intruders off or away from fence.
- ❖ 10-foot tall (approx),
20-strand Electric Fence
- ❖ Energized by 12-volt marine battery ...
- ❖ Charged by a solar panel. (Allows remote installation. Eliminates daily energy costs)



CORE ELECTRICAL COMPONENTS

12-Volt
Battery



Fence
Energizer

Voltage
ALARM



Solar Panel

Keypad



Fence & Gate



Zone Cutoff
Switch



SCIENTIFICALLY, MEDICALLY SAFE

SCIENTIFICALLY, MEDICALLY SAFE

Tested by:

**Dr. John G. Webster
Professor Emeritus
Biomedical Engineering Department
University of Wisconsin**

- Critical Difference: Pulsed vs. Steady power
- Safety of The Electric Guard Dog is certified
-- well below international standards
established by IEC 60335-2-76



SAFETY STANDARDS

Electric Guard Dog MEETS (EFE's) IEC Standard 60335-2-76

EFEs		EFE1	EFE2	EFE3	EFE4	ECF5
Parameters	Units					
A. (IEC)						
Total Energy	A ² ms	7.94	4.04	3.10	0.42	4.69
95% Energy Duration	μs	129	346	91	253	138
<i>I</i> _{rms}	A	7.65	3.33	5.69	1.25	5.69
IEC Standard <i>I</i> _{rms}	A	13.0	6.21	16.8	7.85	7.37
Pass IEC Standard	Yes/No	Yes	Yes	Yes	Yes	Yes

Safety of electric fence energizers

Amit J. Nimunkar¹ and John G. Webster

Department of Biomedical Engineering, University of Wisconsin, 1550 Engineering Drive, Madison, WI 53706 USA.



ELECTRIC FENCE FIBRILLATION

Table 1 Only power lines cause ventricular fibrillation

	Duration of pulse in seconds	Current in amperes	Likely to be applied near heart?	Caused ventricular fibrillation?
Power lines	Continuous	0.1	No	1000 per year
Electric security fence	0.0003 0.8 times/sec	10	No	No
Taser	0.0001 19 times/sec	2	May be	No
Cardiac pacemaker	0.001 1 time/sec	0.005	Yes	No
Defibrillator	0.005 1 time	40	Yes	Cures ventricular fibrillation
Spark plug	0.00002 1 time	0.2	No	No
Doorknob	0.00002 1 time	0.2	No	No

Source: ***Safety Of Electric Security Fences***,
Dr. John G. Webster, University of Wisconsin



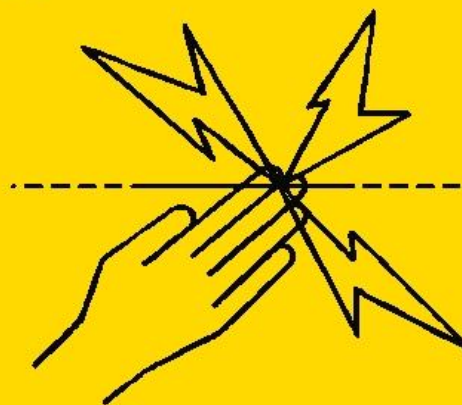
Fence Warning Sign

WARNING ELECTRIC FENCE

PELIGRO de alta tension

Xin Luu Y Hang Rao Phat Dien

7,000 V



UNMATCHED VALUE

- **No up front investment**
- **36 month Contract**
- **Service & Repair included**
- **Changes to specification at quoted rates**
- **Immeasurable payback in**
 - **Loss Reduction**
 - **Employee Morale**
 - **Customer Retention**



COST EFFECTIVE

	DOGS	GUARDS	ELECTRIC GUARD DOG
COST	HIGH RENTAL COSTS (OR HIGHER MAINTENANCE COSTS) HIGH INSURANCE COSTS	COST FOR ONE GUARD 24/7 = 21 EIGHT-HOUR SHIFTS = 4.20 EMPLOYEES BENEFITS + VACATION & SICK TIME	REASONABLE MONTHLY FEE FIXED COSTS
LIABILITY	HIGH LIABILITY ISSUES RE: UNPREDICTABILITY, INABILITY TO DISTINGUISH FALSE THREAT	HIGH LIABILITY ISSUES RE: HUMAN ERROR, HUMAN VICES	PROVEN SAFE RE: MEETS IEC 60335-2-76 STANDARDS
EFFECTIVENESS	CAN BE DISTRACTED, DISABLED OR SILENCED GOOD DETERRENT BUT NOT 100% RELIABLE	CAN BE DISTRACTED, DISARMED, CORRUPTED OR SILENCED FAIR DETERRENT LESS RELIABLE THAN DOGS	CANNOT BE DISABLED OR COMPROMISED WITHOUT TRIGGERING AUDIBLE AND ELECTRONIC ALARM GREAT DETERRENT, 100% RELIABLE



COST CONSIDERATIONS

- **Cost drivers include:**
 - **Yard size**
 - **Linear feet of fence**
 - **Complexity**
 - **Number of Gates**
 - **Number of Energizers/Solar Panels**
 - **Abnormal construction issues**
 - **Local construction rules**
 - **Region**



PRICING

- No upfront cost
- 36 Month Commitment, Convenient Monthly Charge
- The following costs are estimates based on:
 - Normal digging conditions
 - An available analog phone line
 - AC power
 - 2 gates below 3,000 feet and 3 gates above
- \$500 Minimum Monthly Charge
- \$0.55 Per Linear Foot less than 1,000 feet
- \$0.45 Per Linear Foot from 1,001 to 1,500 feet
- \$0.40 Per Linear Foot from 1,501 to 3,000 feet
- \$0.38 Per Linear Foot from 3,001 to 6,500
- \$100 for Cellular Dial Up
- A/C Power for Alarm
- \$50 Per Additional Gate
- \$100 for Each Additional Zone
- All other items will be quoted at flat monthly rate pricing



TESTIMONIALS

The orientation & training was thorough and detailed. It (demonstrated) a proactive approach which was well received.

— Sr. Capt. Timothy Neal,
Houston Fire Dept

Our company has utilized various security systems to deter theft and vandalism of vehicles stored in our yards.

No other system – be it guards, video surveillance, or anything else – has been as effective as the Sentry Security System.

CEO

National Auto Auction

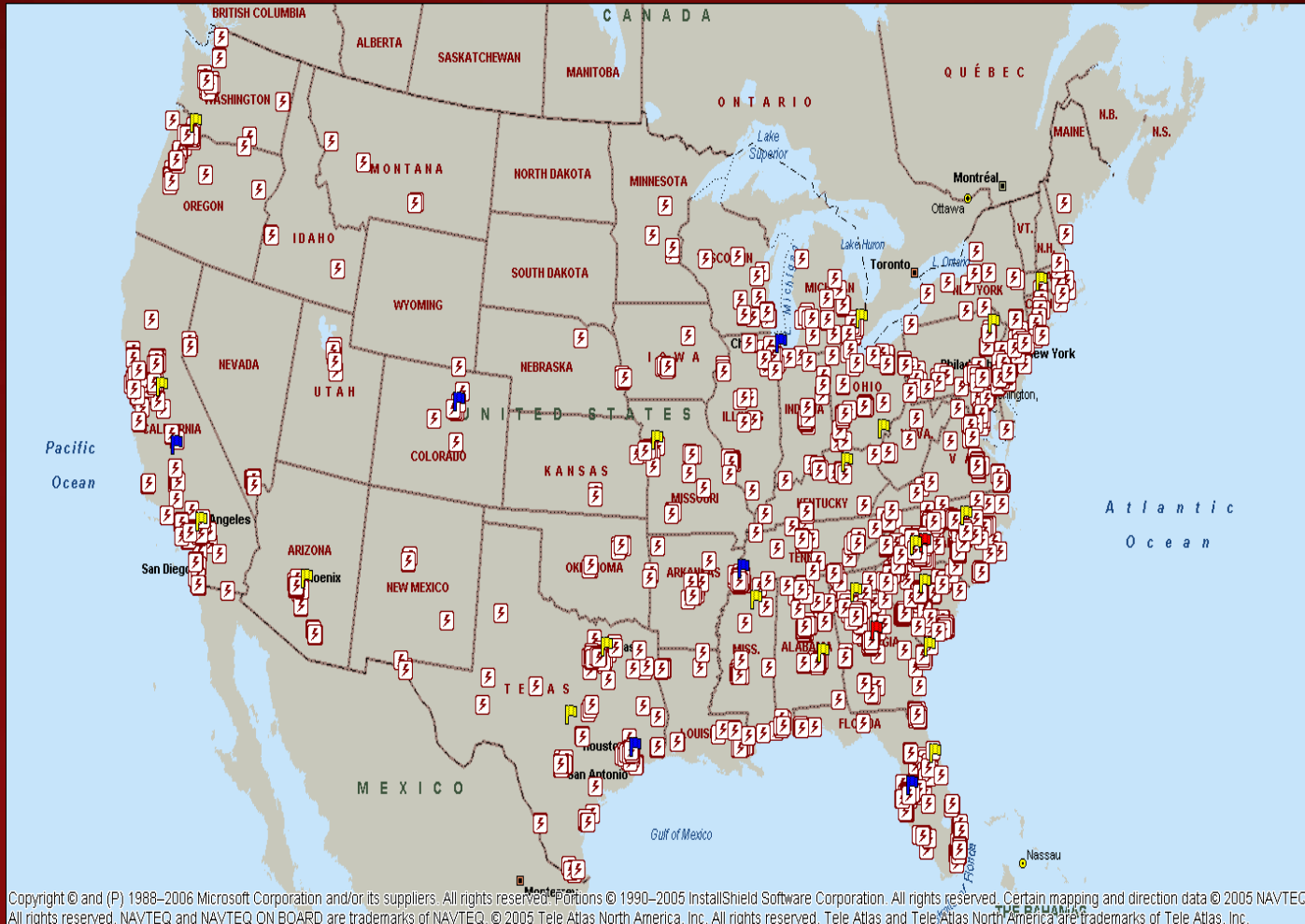
As a security professional responsible for the personal safety of 19,000 employees, and the physical security of 14,000 tractor trailers and 263 physical locations, plus billions of dollars worth of cargo ... I employ multiple technologies to deter, detect and prevent theft.

To date, the Electric Guard Dog fence has proven to be the most cost effective and reliable deterrent I have ever had the opportunity to utilize.

Director of Corporate Security
National Freight Company



SENTRY SECURITY FENCE LOCATIONS



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ELECTRIC GUARD DOG

SENTRY SECURITY SYSTEMS



SENTRY SECURITY FENCE LOCATIONS



ELECTRIC
GUARD
DOG

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**ELECTRIC
GUARD
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SENTRY SECURITY SYSTEMS



GIVE US YOUR TOUGHEST SITES



**ELECTRIC
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SENTRY SECURITY SYSTEMS

